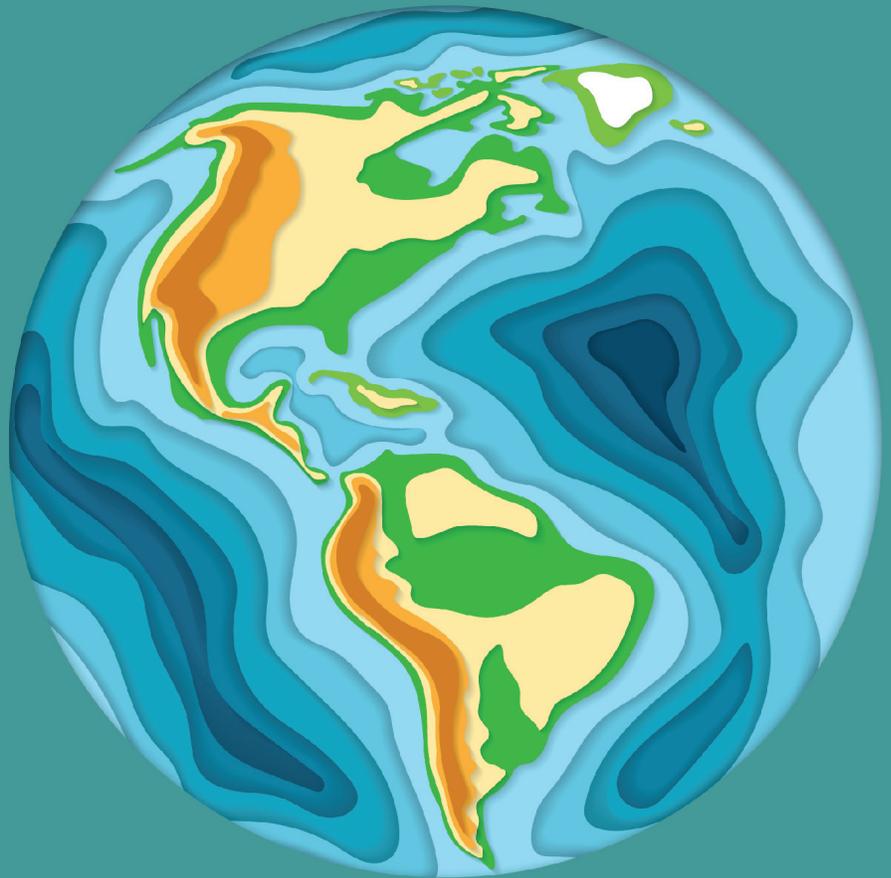




Do You Speak the Language of Insurance?



Advancing the financial services industry by empowering our members with knowledge, insights, connections, and solutions





**Associate, Life Management
Institute™ (ALMI®)
Fellow, Life Management
Institute™ (FLMI®)**



Speak the Language and Succeed!

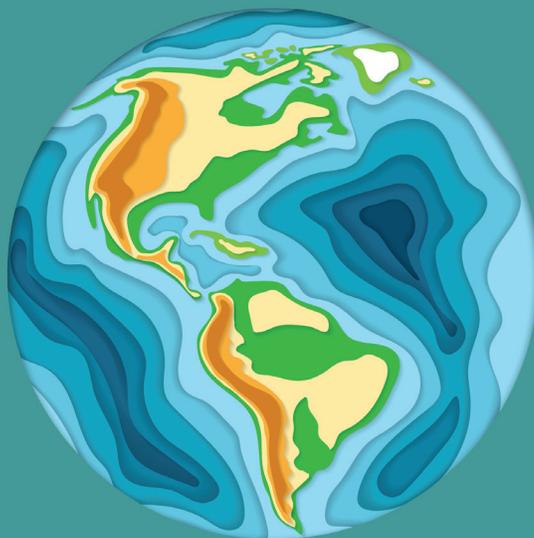
Insurance professionals are faced with complex concepts and terminology on a daily basis. Understanding what these terms mean and how they impact your business is essential to your success.

Learn to speak the language of insurance while earning the Associate, Life Management Institute™ (ALMI®) and Fellow, Life Management Institute™ (FLMI®) designations. You'll gain a comprehensive understanding of the insurance and financial services industry, while experiencing improved performance and enhanced career development. The FLMI is a globally-recognized designation and the standard of excellence for developing industry professionals.

The program's 10 courses provide you with a broad business education in the context of the insurance and financial services industry. You will benefit from meaningful and focused learning outcomes for each of its three levels:

- **Level 1 Certificate**
Foundational Insurance Concepts
- **Associate, Life Management Institute (ALMI)**
Core Insurance Functions & Financial Literacy
- **Fellow, Life Management Institute (FLMI)**
Advanced Insurance & Financial Concepts

Many courses within the FLMI program offer both proctored and self-proctored exam options to best match your learning preferences.



**You'll gain a broad
understanding of
our industry!**

Customize Your Learning Path



Certificate Level

LOMA 280: Principles of Insurance -or- LOMA 281: Meeting Customer Needs With Insurance and Annuities

Introduces basic insurance concepts and provides an overview of life insurance products.

LOMA 290: Insurance Company Operations -or- LOMA 291: Improving the Bottom Line: Insurance Company Operations

Provides an overview of insurance company formation, structure, and functional areas, and describes how various departments operate together to enhance the complete customer experience.

ALMI Level

LOMA 301: Insurance Administration -or- LOMA 302: Lifecycle of a Policy: Insurance Administration

Presents a broad overview of insurance product administration, focusing on underwriting, reinsurance, claims, and customer service.

LOMA 307: Business and Financial Concepts for Insurance Professionals -or- LOMA 308: The Business of Insurance: Applying Financial Concepts

Explains financial concepts and financial terminology that all industry employees should understand and relates those concepts and terms to insurance operations and profitability.

LOMA 320: Insurance Marketing -or- LOMA 321: Insurance Marketing: Connecting with Customers

Reviews the various elements involved in selling insurance products and the functions of marketing as integral aspects of the life insurance industry.

FLMI Level

LOMA 311: Business Law for Insurance Professionals

Provides an overview of business laws and industry regulation that affect insurance companies, products, and operations.

LOMA 335: Operational Excellence for Insurance Professionals

Explains how to deliver greater value to customers and increase operational efficiency, with a focus on motivating and leading people, improving business processes and project management, and engaging in effective and innovative decision making.

LOMA 357: Institutional Investing: Principles and Practices

Introduces fundamental investing concepts and the “why” and “how” of institutional investing and explains the impact of investing on company operations and overall financial well-being.

LOMA 361: Accounting and Financial Reporting in Life Insurance Companies

Presents key financial and management accounting concepts that non-accountants need to know to improve performance management and decision making across the entire company.

LOMA 371: Risk Management and Product Development for Life Insurance Companies

Explains the risks faced by companies, the entire product development process (including technical design), and how risk management and product development functions are interconnected.



Insurance Fluency ... Brought to You by the ALMI & FLMI

"The FLMI designation has meant a lot to me. It has given me a much better understanding of the financial industry. I am able to discuss industry-related topics intelligently and to develop well-informed opinions. My designation has caused potential employers to comment on my knowledge and dedication. This has given me an edge over other potential candidates."

"LOMA's education and materials have helped me grow as an employee in the financial services industry as well as personally. I've learned new concepts and taken deeper dives into areas that directly affect my role. It has been a point of pride for me personally to earn each designation."

"LOMA is such a capable learning institution – the lessons are both informative and challenging. LOMA designations are not nominal. They truly earn designees' respect and recognition, and clearly illustrate the path to excellence in this industry."

For more information:

Contact your company's LOMA Educational Representative.

If you are an independent student,
contact LOMA's Office of the Registrar.

Customers in the U.S. and Canada, please contact:
membersolutions@loma.org

International Customers, please contact: intl@loma.org